

Advisor

Products for Golf Course Maintenance, Turf & Lawn care, Rental, Construction, Tree Care, Wood Processing & Farm Industries

Salsco, INC.
LEADER BY DESIGN

Over 40 Years of Quality & Service



Sal's Corner

January 2022

Happy New Year to All!

We started the Advisor as a newsletter to be sent to all our dealers and salespeople who sell our products throughout the world. Our goal was to keep our sales force informed with product knowledge. I also wanted to create a place where salespeople could exchange ideas and experiences they have had while demoing Salsco products. I continue to be convinced that showing the product is the best way to help your customers realize the benefits and features of Salsco over the competition.

We have included a short video Mike Smith did after a demo on a Salsco CRV and his experience. Please email your experiences to t.morrison@salsco.com, so we can share them in upcoming editions of the Advisor. We are all a team. Let's work together to promote the brand. We will all benefit!

Recent Trade Shows



Carolinas Golf Course Show, Myrtle Beach, SC

It was great meeting all who stopped by our booth at these recent shows!

Tell your customers to plan and visit us at an upcoming show!



NJ Green Expo, Atlantic City, NJ

Upcoming Trade Shows

We look forward to seeing you at an upcoming show as we continue to highlight our machines! For more information, visit our [Upcoming Trade Shows](#) webpage.

WORLD OF CONCRETE: January 18-20, 2022

Las Vegas Convention Ctr., Las Vegas, NV **Booth W3527**

SPORTS TURF: January 19-20, 2022

Savannah Convention Center, Savannah, GA **Booth 750**

GOLF INDUSTRY SHOW: February 8-10, 2022

San Diego Convention Center, San Diego, CA **Booth 4712**

NATIONAL PAVEMENT EXPO: February 23-25, 2022

Charlotte Convention Center, Charlotte, NC **Booth 627**

NEW ENGLAND REGIONAL TURFGRASS FOUNDATION:

March 9-10, 2022 – Rhode Island Convention Ctr., Providence, RI **Booth 124**

WORLD OF ASPHALT: March 29-31, 2022

Nashville Music City Center, Nashville, TN **Booth 3918**

N.E. FOREST PRODUCTS: – May 6-7, 2022 – Loggers' Expo at Champlain Valley Exposition, Essex Junction, VT **Booth TBD**

RICHMOND EXPO: – May 20-21, 2022

Richmond Raceway Complex, Richmond, VA **Booth A15&16**

DEMO: A Day in the Life of a Salsco Sales Rep

Mike Smith shared a video of a successful demonstration of our [Core Recovery Vehicle](#) (CRV). Nine greens were aerated, cleared, and dressed in five hours with just three people on core removal, one on aeration, and one on top dressing.

Click photo to the right to view Mike's demo, which shows how the CRV can accomplish what no other machine on the market can do!

Share your demo experiences with us!



Prevent Chipper Injury

The [SSS Salsco Safety Shield](#) is an important addition to our family of wood chipper safety solutions. This critical feature proactively and effectively prevents injury by shutting down the chipper's infeed system when an operator, who is wearing magnetic wrist and ankle bands, enters the defined hazard zone.

The SSS Salsco Safety Shield option can be installed on most any engine driven chipper, 10" round wood capacity and up. These machines are designed to eat wood at the rate of at least 90' per minute, which translates to 18" per second. That means if you get caught on the wood you're feeding into the chipper or stumble or trip and you are 6' from the chipper, you have four seconds to come up with an escape plan, find the last chance strings that may not be in good repair, reach for the reverse lever or hope someone sees you and can help.

If you were using a chipper with the Salsco Safety Shield, the feed rolls would stop in less than one second of the hazard zone being breached by the magnetic safety bands, preventing injury and death!

Our team is diligent in designing tools, like the Salsco Safety Shield, to keep our customers safe when using our products.

Click photo to see how the chipper shuts down if there's a chance of injury, and easily starts back up with the Reset Button!



Note from Sal

Our job as salespeople is to show the customer your product and its features and benefits.

I have heard so many salespeople say their customers won't spend that much, or that won't sell in my area.


My answer is always... ***I can guarantee no sale if it is not shown!***

Visit us at the [Golf Industry Show](#) in San Diego. We will have 14 machines in our booth with two new products. Very exciting!

HP11-III in Scotland!



Click to Watch Twitter Video!

 **Dougie Archibald** @Dougie_Arch · Nov 10, 2021

Thank you to @craigielaw for their purchase of the superb @salscoinc HP11-III Greens Roller. Excellent Traction and contour following! Lithium Ion battery version also available. Contact @SherriffG_care to experience the brilliant Salsco range! @BIGGA_ES @BIGGALtd @Sherriffgroup

We always appreciate hearing about your experience with our products!



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